

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-05 H-01 INR-07  
L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15  
USIA-06 ACDA-07 AID-05 EB-08 TRSE-00 STR-04  
OMB-01 CEA-01 COME-00 IO-13 /098 W  
-----121830 070231Z /73/45

R 061351Z SEP 77  
FM AMEMBASSY BERLIN  
TO SECSTATE WASHDC 5534  
INFO AMEMBASSY BONN  
AMEMBASSY LONDON  
AMEMBASSY MOSCOW  
AMEMBASSY PARIS  
USMISSION USBERLIN  
USMISSION NATO

C O N F I D E N T I A L SECTION 01 OF 02 BERLIN 07119

C O R R E C T E D C O P Y (PARAGRAPH FIVE)

E.O.11652; GDS  
TAGS; APER, PDIP, PFOR, GE, US (BOLEN, DAVID)  
SUBJECT; MY INITIAL CALL ON FIRST DEPUTY FOREIGN  
MINISTER KROLIKOWSKI

1. SUMMARY: DURING CALL ON FIRST DEPUTY FOREIGN  
MINISTER KROLIKOWSKI, DISCUSSION WAS LIMITED LARGELY  
TO EXCHANGE OF COURTESIES AND EXPRESSION OF MUTUAL  
INTEREST IN DEVELOPING GOOD RELATIONS. KROLIKOWSKI  
EMPHASIZED IMPORTANCE OF IMPROVING TRADE RELATIONS.  
END SUMMARY.

2. ON SEPTEMBER 2 I CALLED ON HERBERT KROLIKOWSKI  
FIRST DEPUTY FOREIGN MINISTER ACCOMPANIED BY FIRST  
SECRETARY ESKIN. KROLIKOWSKI BEGAN BY SAYING THAT THE  
PEOPLE, GOVERNMENT, THE COUNTRY, AND THE "LEADING PARTY"  
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ARE INTERESTED IN HAVING GOOD RELATIONS WITH THE US;  
RELATIONS WHICH WILL SERVE EACH COUNTRY'S INTERESTS  
AND RESPECT EACH COUNTRY'S SOVEREIGNTY. HE SAID THAT  
THERE WERE GOOD FACTORS IN THE DEVELOPMENT OF US-GDR  
RELATIONS BUT THAT THERE ARE POTENTIALITIES WHICH MUST  
BE DEVELOPED. KROLIKOWSKI STATED THAT THE GDR HAD  
FRIENDLY RELATIONS WITH AMBASSADOR COOPER AND THE

EMBASSY STAFF HAD DONE MUCH IN THIS REGARD. HE CONCLUDED OPENING REMARKS BY EMPHASIZING THAT IT WAS THE DESIRE OF THE GDR TO HAVE GOOD AND FRUITFUL WORKING RELATIONS WITH ME ON THE BASIS OF MUTUAL INTEREST AND HOPEFULLY MUTUAL TRUST. KROLIKOWSKI APOLOGIZED FOR NOT HAVING MET WITH ME EARLIER EXPLAINING THAT HE HAD BEEN IN THE HOSPITAL WITH A DIABETES CONDITION.

3. I THANKED KROLIKOWSKI FOR HIS REMARKS AND NOTED THAT AMBASSADOR COOPER HAD SPOKE WARMLY ABOUT HIS LAST MEETING WITH HIM. I REFERRED TO MY RECENT MEETINGS WITH SED SECRETARY GENERAL HONECKER AND OTHER LEADERS, NOTING THAT THEY ALL ATTACHED GREAT IMPORTANCE TO GOOD RELATIONS WITH THE US AND WISHED TO WORK FOR IMPROVED RELATIONS. I SAID THAT THE US SHARES THESE SENTIMENTS; WE ATTACH GREAT IMPORTANCE TO IMPROVING RELATIONS WITH THE GDR. I NOTED THAT WE HAVE AN INTEREST IN MAINTAINING THESE GOOD RELATIONS AS A FACTOR IN PROMOTING GOOD EAST-WEST RELATIONS. I TOLD KROLIKOWSKI THAT I WAS IMPRESSED WITH THE PROGRESS THAT HAD BEEN MADE IN DEVELOPING BILATERAL RELATIONS IN THE SHORT SPAN OF LESS THAN THREE YEARS. I THOUGHT MORE COULD BE DONE. I TOLD KROLIKOWSKI I WOULD DEVOTE MY BEST EFFORTS TO STRENGTHENING THE FOUNDATION OF OUR RELATIONSHIP AND PROMOTE BETTER COOPERATION, TRUST AND UNDERSTANDING. I AGREED WITH KROLIKOWSKI ON THE CONFIDENTIAL

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IMPORTANCE OF HAVING THE STAFFS OF THE EMBASSY AND THE MINISTRY WORK TOGETHER TO FACILITATE MOVEMENT FROM THE AREA OF GENERAL PRINCIPLES AND POLICIES TO PRACTICAL AREAS OF COOPERATION.

4. KROLIKOWSKI DESCRIBED THE LEIPZIG FAIR SAYING THAT IT WOULD GIVE ME AN INSIGHT INTO THE ECONOMY OF THE GDR. I NOTED THAT I WOULD ATTEND THE LEIPZIG FAIR THE NEXT DAY AND ATTACHED GREAT IMPORTANCE TO THE DEVELOPMENT OF TRADE AND ECONOMIC RELATIONS AS A KEY ELEMENT IN OUR OVERALL RELATIONS. KROLIKOWSKI PICKED UP THIS THEME, STRESSING THAT MORE MUST BE DONE. HE NOTED THAT STATE SECRETARY MINISTRY OF FOREIGN TRADE GERHARD BEIL HAD BEEN IN THE US AND HAD REPORTED MANY POSITIVE FACTORS. KROLIKOWSKI STATED HOWEVER, THAT IT WOULD BE BETTER IF OBSTACLES TO ECONOMIC COOPERATION WERE REDUCED. HE SAID THAT THE GDR SEES PROGRESS BUT THE PACE IS VERY SLOW AND THIS NEED NOT BE THE CASE. KROLIKOWSKI SAID HE UNDERSTOOD THAT THE US WAS A BIG COUNTRY AND THAT TRADE WITH THE GDR WAS NOT THAT SIGNIFICANT FOR THE US. TRADE WITH THE US WAS IMPORTANT TO THE GDR. KROLIKOWSKI URGED THAT POSSIBILITIES THAT DO EXIST BE EXHAUSTED.

HE SAID FRANKLY THAT HE COULD NOT UNDERSTAND WHY THINGS  
COULD MOVE SO QUICKLY IN THE ECONOMIC FIELD WITH JAPAN  
AND SO SLOWLY WITH THE  
UNITED STATES.

5. I TOLD KORLIKOWSKI THAT I APPRECIATED HIS FRANKNESS.  
I SAID THAT I HOPED TO GET TO KNOW BEIL AND THAT HE  
DESERVED CONGRATULATIONS FOR HIS CONTRIBUTION IN  
EXPANDING TRADE RELATIONS WITH THE US. I NOTED THAT  
IN A SHORT PERIOD OF TIME SINCE THE ESTABLISHMENT OF  
DIPLOMATIC RELATIONS THERE HAD BEEN IMPORTANT ACHIEVEMENTS.  
I CITED THE FISHERIES AGREEMENT, PORT ACCESS, THE  
ESTABLISHMENT OF THE ECONOMIC AND TRADE COUNCIL  
AND THE GDR MACHINE TOOL OFFICE IN THE US AS EXAMPLES.  
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I ALSO ADDED THAT I HAD GAINED THE IMPRESSION, DURING

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ACTION EUR-12

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L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 SS-15  
USIA-06 ACDA-07 COME-00 IO-13 TRSY-02 AID-05  
EB-08 STR-05 OMB-01 CEA-01 /101 W  
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USMISSION USBERLIN  
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C O N F I D E N T I A L SECTION 02 OF 02 BERLIN 07119

C O R R E C T E D C O P Y FOR OMISSION IN PARA FIVE

5. I TOLD KORLIKOWSKI THAT I APPRECIATED HIS FRANKNESS, I SAID THAT I HOPED TO GET TO KNOW BEIL AND THAT HE DESERVED CONGRATULATIONS FOR HIS CONTRIBUTION IN EXPANDING TRADE RELATIONS WITH THE US. I NOTED THAT IN A SHORT PERIOD OF TIME SINCE THE ESTABLISHMENT OF DIPLOMATIC RELATIONS THERE HAD BEEN IMPORTANT ACHIEVEMENTS. I CITED THE FISHERIES AGREEMENT, PORT ACCESS, THE ESTABLISHMENT OF THE ECONOMIC AND TRADE COUNCIL AND THE GDR MACHINE TOOL OFFICE IN THE US AS EXAMPLES. I ALSO ADDED THAT I HAD GAINED THE IMPRESSION, DURING CONSULTATIONS IN THE UNITED STATES, THAT US COMPANIES VALUED BUSINESS CONTACTS WITH THE GDR. KORLIKOWSKI RESPONDED BY SAYING THAT MOVEMENT IN THIS AREA DOES NOT NECESSARILY RESULT IN AN INCREASE IN TRADE VOLUME. HE SAID THAT THE GDR WAS HAPPY WITH THE MOVEMENT BUT WAS CONCERNED WITH CONCRETE RESULTS. I SAID THAT WE

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ENCOURAGED PRIVATE CONTACTS AND URGED THAT WE BE PATIENT I NOTED THAT THE US GOVERNMENT WAS PLANNING TO MOUNT A TRADE PROMOTION PROGRAM AND WOULD PROVIDE APPROPRIATE ASSISTANCE TO THE GDR IN ITS OWN TRADE PROMOTION EFFORTS IN THE US. KORLIKOWSKI SAID THAT THE GDR HAD GIVEN THE US ITS IDEAS AND THAT THE GDR WOULD ADHERE TO THESE IDEAS. HE SAID THAT SOME SUCCESS MUST BE SHOWN OR WE WILL GET TIRED. "WE MUST CALCULATE, EVEN IN A SOCIALIST ECONOMY."

6. I URGED KORLIKOWSKI TO CALCULATE WITHIN EXISTING POSSIBILITIES. I SAID WE BOTH UNDERSTOOD WHAT THE BASIC PROBLEM WAS BUT THAT THERE WAS NOTHING WE COULD DO ABOUT THE MFN ISSUE AT THIS TIME. HOWEVER, THERE IS A GREAT DEAL THAT WE CAN DO WITHIN THE EXISTING LEGISLATIVE FRAMEWORK, REGULATIONS AND PROCEDURES. KORLIKOWSKI NODDED AGREEMENT.

7. IN REPLY TO MY QUESTION, KORLIKOWSKI SAID THAT HIS RESPONSIBILITIES WITHIN THE MFA WERE: A) COOPERATION WITH SOCIALIST COUNTRIES; B) WARSAW PACT AND C) CEMA. HE NOTED THAT HE WAS ALSO DEPUTY MINISTER AND ACTING FOREIGN MINISTER WHEN FISCHER WAS AWAY AND THAT HE HAD TO STUDY ALL MATTERS OF IMPORTANCE IN THE MINISTRY AND THAT US RELATIONS HAD A HIGH PRIORITY WITHIN THE MFA.

8. KORLIKOWSKI, IN CONCLUSION, SAID THAT I WOULD ALWAYS FIND AN OPEN DOOR TO HIS OFFICE AND THAT HE WAS ALWAYS PREPARED TO HAVE DISCUSSIONS WITH ME. HE URGED THAT WE TRY TO FIND A COMMON LANGUAGE OF COOPERATION EVEN THOUGH THERE ARE PROBLEMS WHICH ARE NOT EASY TO RESOLVE. HE SAID THAT THE GDR WAS NOT DOGMATIC AND

WOULD APPROACH PROBLEMS PRAGMATICALLY. BOLEN  
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## Message Attributes

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**Review Markings:**  
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